



U. S. Department of Agriculture
National Agricultural Statistics Service
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2011 ORGANIC PRODUCTION SURVEY

New York

New York has 7 percent of the nation's certified organic farms. The top 10 states by number of farms were:

1. California with 1898
2. Wisconsin with 870
3. New York with 597
4. Washington with 493
5. Iowa with 467
6. Pennsylvania with 446
7. Minnesota with 440
8. Vermont with 425
9. Oregon with 353
10. Ohio with 336

New York organic farms are larger, on average, than all New York farms. Organic farms average 281 acres of land, compared to 193 acres for all farms.

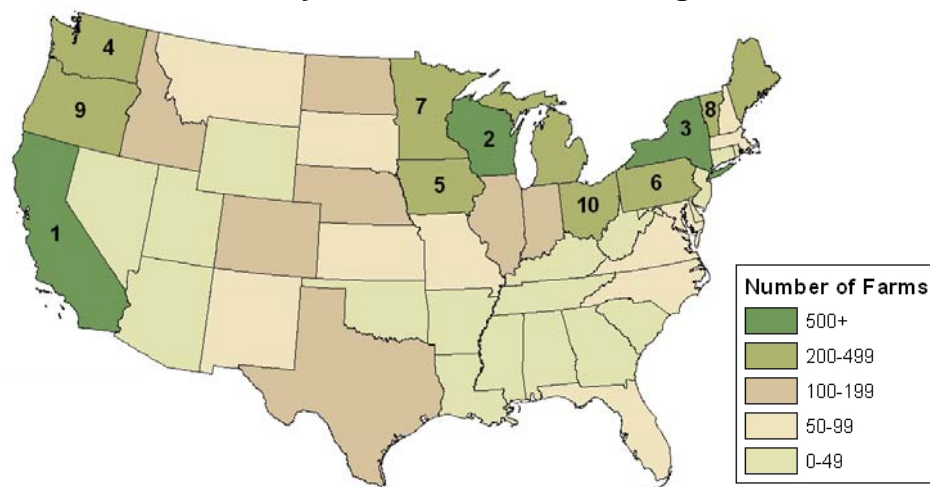
New York certified organic farms had average annual sales of \$186,668, smaller than the U.S. average of \$414,726.



The 2011 Certified Organic Production Survey (COPS) includes all known farm operators who produce certified organic crops and/or livestock. The survey was conducted in all 50 States. The 2011 COPS was conducted by the United States Department of Agriculture's (USDA) National Agricultural Statistics Service (NASS) in conjunction with USDA's Risk Management Agency (RMA).

The 2011 Organic Production Survey counted 9,140 certified organic farms and ranches in the United States, comprising 3.6 million acres of land. Total certified organic product sales for the United States was 3.5 billion dollars, up 340 million dollars from 2008. The average organic producer had sales of \$414,725 in 2011, compared to \$217,675 in 2008.

Top Ten States Ranked by Number of Certified Organic Farms



New York's Ranking Among States

New York was one of the top ranking states for number of organic farms and value of organic sales for many categories of production.

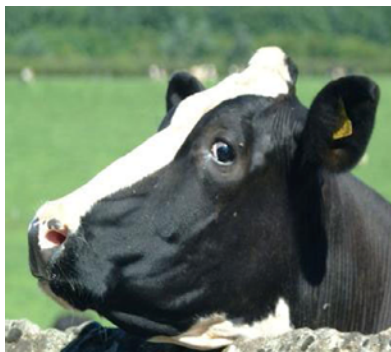
	New York's Rank		New York's Rank
Number of Farms	3	Value of Organic Production	7
Organic Cropland Harvested	3	Value of Organic Livestock and Poultry	6
Farms Producing organic livestock and livestock products	3	Value of Organic Livestock and Poultry Products	6
Farms with Milk Production	3	Milk Sales	5
Farms with Pasture	2	Milk Cow Inventory	4
Farms with Beef Cows	2	Beef Cow Sales	4
Maple Syrup Production	3	Grape Sales	4
Farms Producing Corn for Grain	5	Corn For Grain Sales	6
Farms with Vegetable Sales	4	Value of Vegetable Production	6

New York



New York had 13 percent of the nation's certified organic dairy farms, and produced 8 percent of the country's organic milk in 2011.

New York farmers received an average of \$27.53 per cwt. for milk sold as certified organic in 2011, \$6.13 higher than the state average for all milk types.



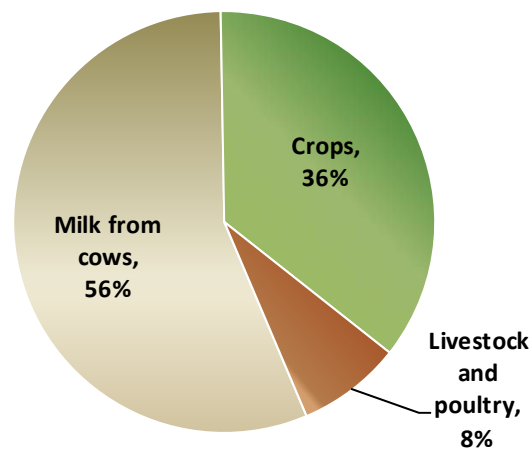
New York Organic Sales

In 2011, New York's certified organic farms sold a total of \$107 million in organically produced commodities, including \$38.5 million in crops sales and \$68.3 million in sales of livestock, poultry and their products. Average sales were \$186,668 per farm.

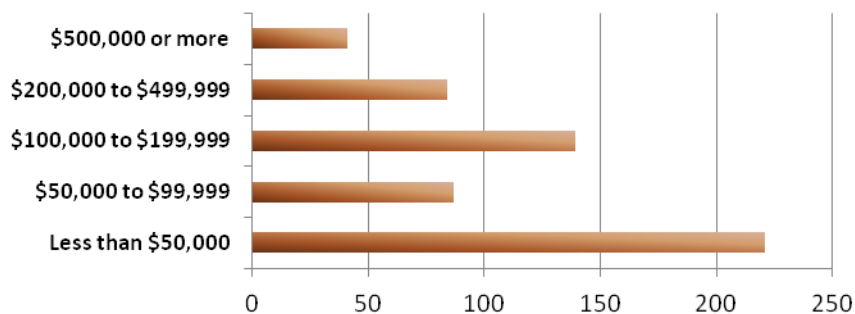
Fifty-six percent, or \$60.2 million of total organic sales in New York were from milk from cows. Milk cow sales totaled \$3.77 million.

Crop sales included over \$22.1 million from field crops, \$14.5 million from vegetables, and \$1.36 million from fruit and berries.

Percent of Total Organic Sales, New York, 2011



Number of Farms by Value of Organic Sales, New York 2011



Total Gross Value of Certified Organic Sales, Top 10 Livestock and Livestock Products, New York, 2011

	Commodity	Number of Farms with Sales	Quantity Sold	Unit	Total Sales	Sales Percent Change 2011/2008
1	Milk from Cows	235	218,597,110	lbs	\$60,165,502	n.c.
2	Milk Cows	232	3,958	Head	\$3,773,692	+59
3	Cattle and Calves 1/	187	6,189	Head	\$3,408,689	+239
4	Beef Cows	31	348	Head	\$488,208	+49
5	Chicken Eggs	22	64,010	Doz.	\$144,128	2/
6	Chickens - Broilers	18	8,752	Head	\$106,424	2/
7	Hogs & Pigs	10	284	Head	\$64,922	-70
8	Goats & Kids	3	215	Head	\$21,525	2/
9	Turkeys	6	254	Head	\$10,363	2/
10	Chickens - Layers	5	1,073	Head	\$3,084	+112

1/ Includes organic bulls, calves, heifers, and steers. 2/ No data collected in 2008.

**Total Gross Value of Certified Organic Sales,
Top 10 Field Crops, New York, 2011**

	Commodity	Number of Farms with Sales	Quantity Sold	Unit	Total Sales	Sales Percent Change 2011/2008
1	Corn	90	920,731	Bu.	\$8,688,569	-18
2	Hay, total	n.a.	16,025	Tons	\$4,758,839	+27
3	Soybeans	76	195,495	Bu.	\$4,162,521	-10
4	Haylage	60	17,787	Tons	\$1,450,433	-37
5	Winter Wheat	43	93,946	Bu.	\$1,017,003	+2
6	Dry Beans	9	5,795	Cwt.	\$740,616	+199
7	Corn Silage	28	12,465	Tons	\$304,967	-60
8	Oats	34	40,489	Bu.	\$215,991	-50
9	Barley	19	20,140	Bu.	\$166,759	-62
10	Buckwheat	19	6,407	Bu.	\$103,147	1/

1/ No data collected in 2008.

**Total Gross Value of Certified Organic Sales,
Top 10 Fruits and Vegetables, New York, 2011**

	Commodity	Number of Farms with Sales	Quantity Sold	Unit	Total Sales	Sales Percent Change 2011/2008
1	Tomatoes	79	20,865	Cwt.	\$2,378,846	+167
2	Cabbage	37	29,401	Cwt.	\$1,223,727	+406
3	Squash	84	7,575	Cwt.	\$899,575	+3
4	Potatoes	65	19,268	Cwt.	\$709,699	+82
5	Lettuce	64	3,347	Cwt.	\$707,829	+14
6	Grapes	12	401	Tons	\$523,190	+34
7	Onions	49	2,537	Cwt.	\$375,979	-19
8	Strawberries	20	1,282	Cwt.	\$332,835	+26
9	Garlic	55	1,230	Cwt.	\$304,400	-7
10	Apples	12	404,960	Lbs.	\$253,854	-78

Certified Organic Maple Syrup Production, New York, 2011

Number of Farms	Number of Taps	Production	Sold as Certified Organic	Value of Organic Sales	Average Organic Price
		Gallons		Dollars	Dollars per Gallon
17	57,811	18,090	13,435	\$510,163	\$37.97



The commodities with the largest sales growth over 2008 were:

- 1. Cabbage, 406%***
- 2. Cattle and Calves, 239%***
- 3. Dry Beans, 199%***
- 4. Grapes, 192%***
- 5. Tomatoes, 167%***

In 2011, New York producers sold 27 tons of organic grape wine for a total of \$48,821 and 325 tons of organic grape juice for a total of \$387,092.



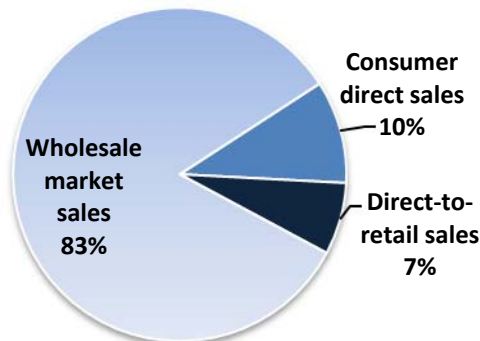
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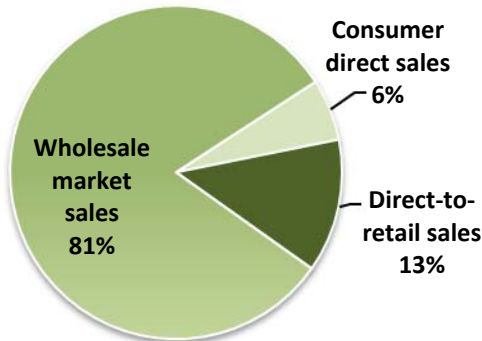
Marketing Practices on Certified Organic Farms

Contrary to popular belief, only a small percentage of organic sales are direct to consumer. In New York just 10 percent of sales were direct to consumers, via farm stands, farmers' markets, Community Supported Agriculture (CSAs), and other arrangements, while 83 percent of New York organic sales were through wholesale channels, including processors, millers and packers, and grower cooperatives. Seven percent of New York sales were direct-to-retail buyers such as natural food stores, supermarkets, and restaurants.

**Marketing Practices on
Certified Organic Farms,
New York, 2011**



**Marketing Practices on
Certified Organic Farms,
United States, 2011**



To New York Organic Producers: This report contains a brief summary of the data collected from the 2011 Organic Production Survey. We appreciate your assistance in providing timely and accurate data on this growing industry. Thank you for your support.



The complete, 184 page, report can be found online at: www.nass.usda.gov.



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